

thus paying taxes. It is the most closely tied and identifiable tax incentive you can come up with. And as a result of that, a handout that I have just sent around would indicate to you that over the past, oh, about five or six years this incentive, this concept is the fastest growing tax incentive for economic development in the country. It has gone from 12 states in 1979 to 30 states in 1985. That is 150 percent increase in that period of time. Many other states are now considering this concept and are pursuing adopting a similar type of measure. And our neighboring states, Missouri, Kansas, Minnesota and Iowa, all have this proposal already on the books. The only state that has an income tax affecting corporate entities that doesn't have this besides Nebraska is Colorado among our border states. South Dakota and Wyoming have no corporate income tax so there is no tax credit that can be provided in those states. So around us where we had only Kansas when we first had the bill in '83, we now have all the states that can possibly do it, with one exception, that is the border states providing this sort of tax incentive. Now, the argument that will be given against the bill by Senator Johnson and others, and it is a reasonable argument because I have been concerned too about what you get for your money, is that any tax incentive is not going to actually create jobs that, in fact, people make the decision of where they locate and what they do in terms of business activity on a number of reasons and number of grounds but not really taxes. I think that is true to a large extent in terms of general location and you get down to a lot of the decision-making that is based on factors involving employment, job availability in terms of work force and different things like that that they will look at, but at a certain point you start to compare specific sites on where to locate, a Kansas town or a Nebraska town, or what have you. And at that point they start to tally up on this sheet or that sheet, well, what is it really going to cost me to operate here? That is where these tax incentives come into play. You have got to know what you have available and how you compete with other states. And if you are not competitive, if you don't have a tax climate that is advantageous, if you don't have tax incentives that are beneficial, you are going to have some trouble. Now, this specifically does not provide any tax break whatsoever until you actually invest a hundred thousand dollars and create at least two jobs. So you know you are not just turning out the treasury in allowing people in to take what they want. In fact, you have got to have jobs created and investment